

**US EXECUTIVE APPROVAL FORM****CBS Broadcasting Inc.****HQAPP Requests:**

1. Remove Customer Reference and add following language:  
Oracle will not publicize or advertise the fact that Oracle is providing any of the Software or Services hereunder to Customer without the express prior written approval of Customer for each item of advertising or publicity, nor shall Oracle use any trademark or service mark of Customer or its subsidiaries in any publicity or advertisement without Customer's prior written consent, which consent(s) shall be given in Customer's sole discretion. The foregoing prohibitions apply to news releases, literature, promotional materials and any other advertisements or publicity materials. Each request for approval hereunder shall be submitted in writing to the Chief Information Officer, CBS Broadcasting Inc. and approval, in each instance, shall be effective only if in writing and signed by said Chief Information Officer.
2. Change of currently approved Customer Definition Language to also include oracle standard language around Parent Corporations (Viacom) Majority owned subs. The parent and all majority owned subs that would be part of this agreement are NAS East accounts.

**Justification:**

I offered customer Simplified customer option and then also removal of Customer Reference all together. Customer still insists that we insert their language. CBS is extremely guarded about their business and how it is used and perceived in public. Oracle Legal has approved provided we notify marketing.

**TIER 2/3 Requests:**

1. Price holds on items on this Ordering Document for 1 year.
2. Customer definition - Majority owned subs
3. License Assignment - Allows assignment to acquiring entity that is assuming all of assets.

**Deal Summary:**

<b>Deal Summary</b>	
Programs	Fins, Projects, 9i, 9iAS, Developer, Discoverer)
License Discount	50% Worstcase (ebiz + 30%)/Deal will be presented at 40%
Support Discount	50% Worst case (ebiz + 30%)/Deal will be presented at 40%
Price Holds	1 year, \$50,000 minimum
List License	919,125
List Support	202,207
Net License	459,562 Worst case (Deal to be presented at 40%=529,475)
Net Support	101,103 Worst case(Deal to be presented at 40%=116,484)
Net Total Price	560,666 Worst case (Deal to be presented at 40%=645,959)
Price List Used	02/10/03

**Justification:**

Requesting 50% discount. Contracts to be drawn up at a 40% discount without Price Holds. Discount required due competitive environment with JDE. JDE is the corporate standard for the Parent company, Viacom. A successful implementation of Oracle applications at this division of CBS should provide to be a pathway for additional opportunities at CBS and Viacom.

**Recommendation:**

Approve.

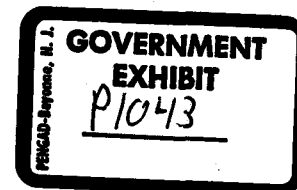
**Submitted By:** Lee Jacobs, Reed Overby, Amit K. Singh

R: 04/01/03

C: 04/01/03

L: 04/01/03

A: 04/01/03



BP: swong